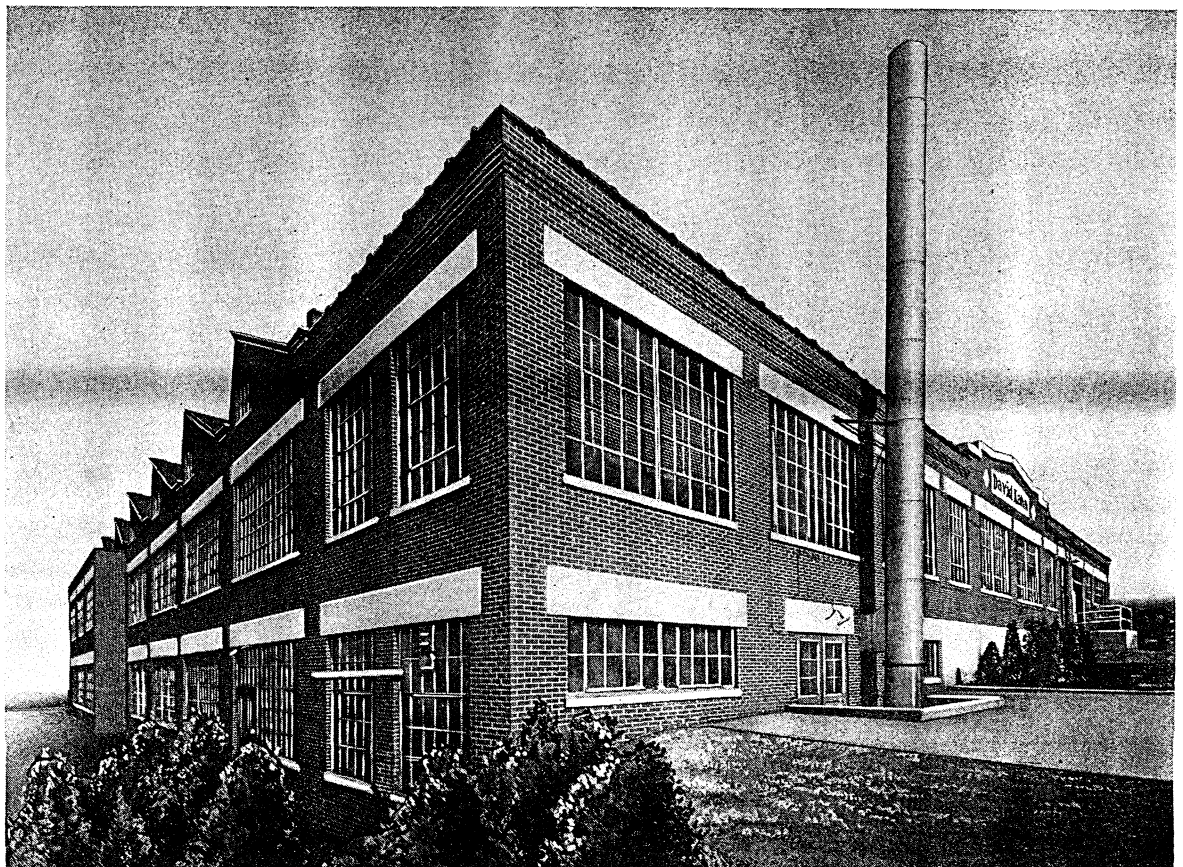
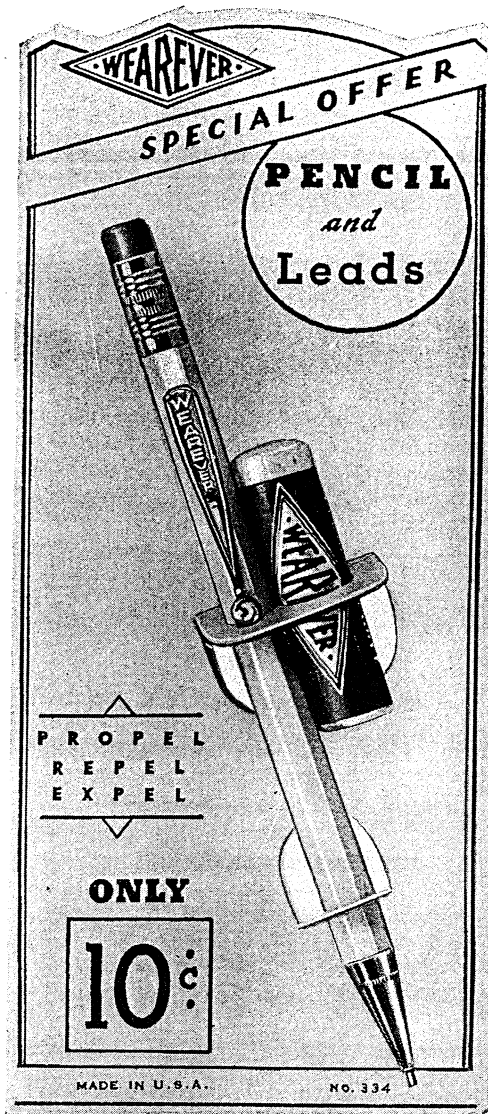


**W**e stand for super-values in the field of popular priced pens, pencils and sets . . . concentrating upon the idea we espoused two generations ago and have never forsaken . . . that **STYLE** plays a vital part in merchandising lines of this character.

In this complete new catalogue you will find pens and pencils and sets and novelties to retail profitably all the way from 10c to a dollar. Behind each unit is the ironclad guarantee of a manufacturer who has never broken faith with his distributors . . . high grade materials, honest workmanship, conscientious attention to every detail of finish, packing and service.

DAVID KAHN, Inc.  
North Bergen, N. J.





\* PATENTED

No. 334\*

retails at

**10¢**

**Solid Black or Yellow Barrel**  
**Octagonal Shape**  
**Visible Eraser**  
**Nickel Plated Clip and Tip**

This well made propel-repel-expel pencil is mounted on a neat card with 1 tube of 18 1 $\frac{3}{8}$ -inch leads. A good office or school specialty. Increases unit sales.

**1 Dozen Units in a Box**  
**6 Black and 6 Yellow**

"ALWAYS USE WEAREVER LEADS . . . THEY ARE BEST"

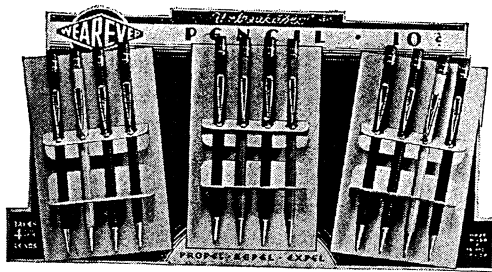
*Pioneer*  
TRADE MARK 

SINCE 1896 . . . . THE WORLD'S FINEST  
 POPULAR PRICED WRITING INSTRUMENTS



# IMPROVED

*- - and Smarter than Ever!*



\* Patented

No. 336 \*

retails at

**10¢**

Note special feature

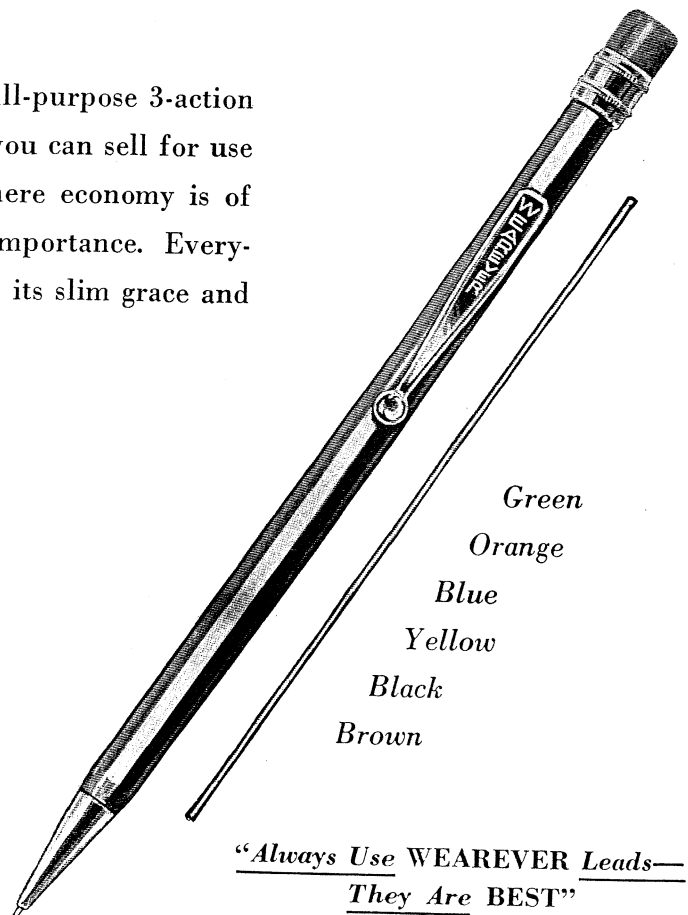
•  
**ATTACHED CLIP**

•  
**4-inch leads**

•  
**12 on a card**

•  
**Oversized red eraser  
and nickel finished  
trimmings**

Here is an all-purpose 3-action pencil that you can sell for use in offices where economy is of paramount importance. Everyone will like its slim grace and durability.

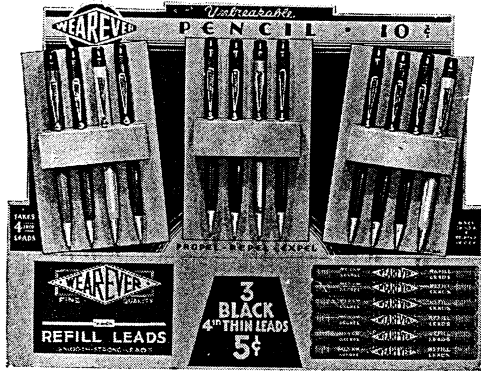


**Pioneer**  
TRADE MARK (R)

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# An unusual value



retails at

**10¢**

\* Patented

No. 335L

**15c** complete

**UNBREAKABLE**  
pencil with  
renewable  
eraser

This unit embodies our 335 pencil and 1 tube of 3 four-inch leads (medium degree) which alone would retail at 5c.

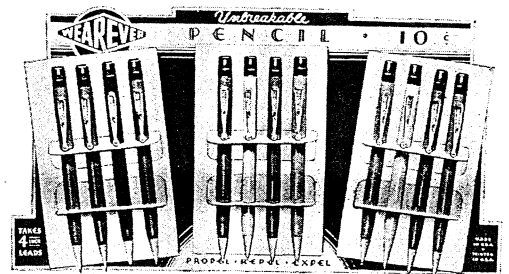


**4-INCH LEADS**

**No. 335\***

**Green            Blue            Black**  
**Orange        Brown        Yellow**

12 on card, assorted colors



*Always use WEAREVER Leads*  
*—they are BEST!*

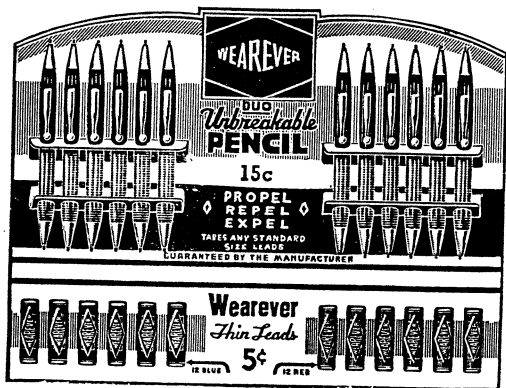
A pleasure to write with. Capable pencils like this are popular, especially with men and boys. 3-action mechanism.

**Pioneer**  
TRADE MARK (R)

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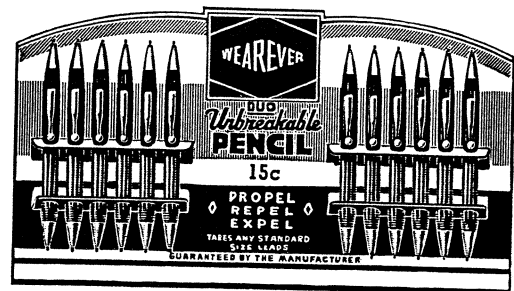
**Pioneer**  
TRADE MARK (R)

No. 333L\*



15c

No. 333\*



\*PATENTED

*Red and Blue*

# DUO UNBREAKABLE

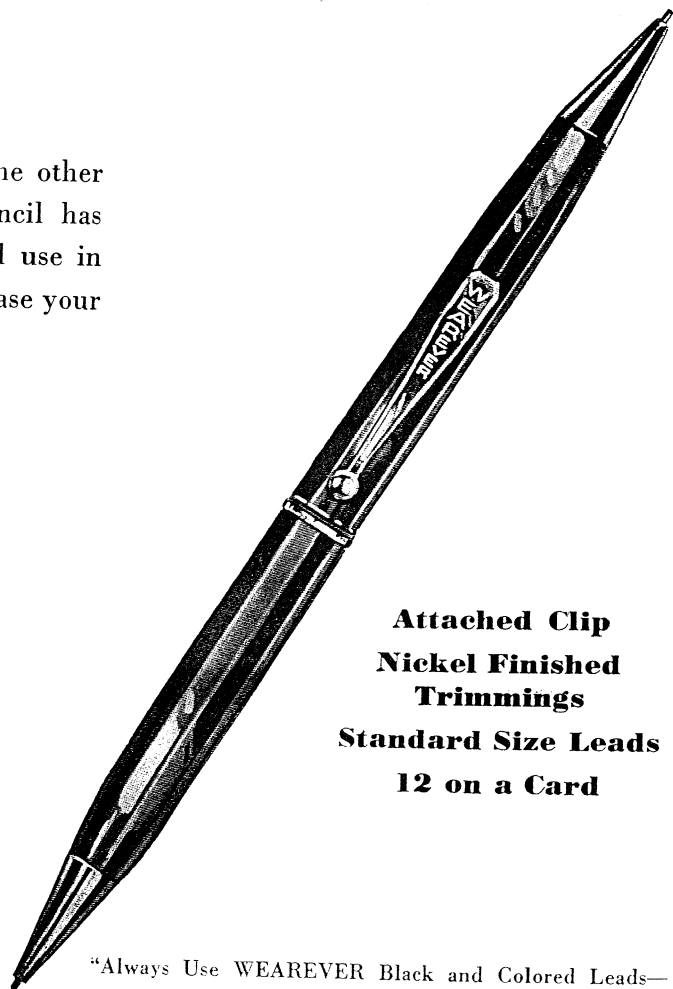
Blue leads at one end and red leads at the other . . . a marvel of convenience. This pencil has center space for extra leads. For general use in schools and offices, it's hard to beat. Increase your unit sales with this number.

No. 333L

## DUO WITH LEADS

Contains 12 pencils, 6 tubes of  $1\frac{3}{8}$  inch red leads and 6 tubes of  $1\frac{3}{8}$  inch blue leads. The leads alone retail at

5c



**Attached Clip  
Nickel Finished  
Trimmings  
Standard Size Leads  
12 on a Card**

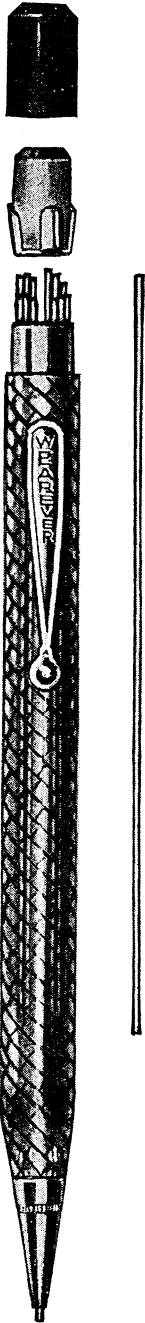
"Always Use WEAREVER Black and Colored Leads—  
They Are BEST"



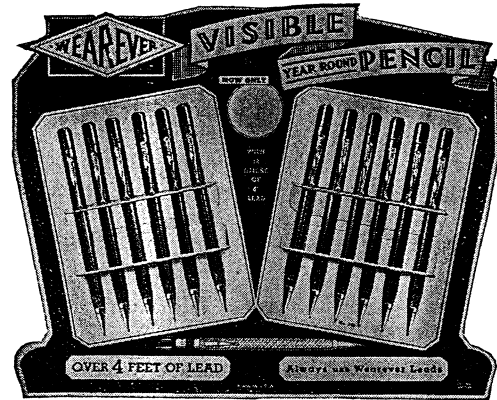
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POPULAR PRICED WRITING INSTRUMENTS



# The Year 'round Pencil



"Always Use WEAREVER Leads . . . They Are BEST"



\*PATENTED

**No. 345\***

*Retails at*

**25c**

Black Check and  
Transparent

•

Green Check and  
Transparent

•

Red Check and  
Transparent

•

*Black Cap • Concealed Eraser  
Clip and Tip Nickel Plated*

**WRITES 300,000  
WORDS**

*(by actual count)*

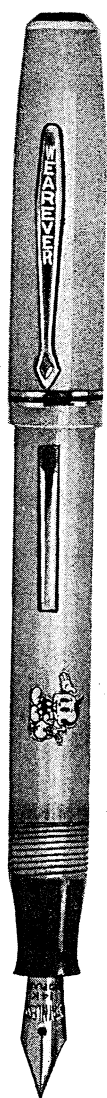
A famous value is this smart OVERSIZED pencil with visible feature, packed 12 on a card. Students and business folks like it because refills are IN THE PENCIL, a decided convenience. Should be one of your best year 'round sellers.

**OVER 4 FEET OF LEADS**



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# SCRAPPY ! ! ! !

to retail at **25¢**

***14-kt. Gold Plated Stainless Steel Point  
Gold Plated Trimmings***

***Attractive Band***

***SCRAPPY'S Picture on Every Pen***

● One of those major merchandising "scoops" that every store will welcome. The delightful little hero of Columbia's great comic series adorns a well made fountain pen that will have infinite appeal . . . to grown-ups as well as children. Mounted on this card that stops 'em dead . . . how can such an all-round number HELP being a huge success!



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POPULAR PRICED WRITING INSTRUMENTS



Running Mate to Pen No. 96



**No. 56\***  
PATENTED

retails at

**25¢**

A smart all-purpose pencil with concealed eraser and excellent 3-action mechanism, mounted 12 on a handsome card. Note that No. 56 matches our pen No. 96, encouraging the double sale and set idea which adds to a dealer's volume and profit.



**Propel-Repel-Expel**

•  
**Latest Assorted Colors**

•  
**Takes Standard Leads**

•  
**Furnished with Extra Leads**

•  
**Unbreakable Barrel, Pocket Clip, Gold Plated Trimmings**

Always Use WEAREVER Leads

—They Are BEST

**Pioneer**  
TRADE MARK ®

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POPULAR PRICED WRITING INSTRUMENTS



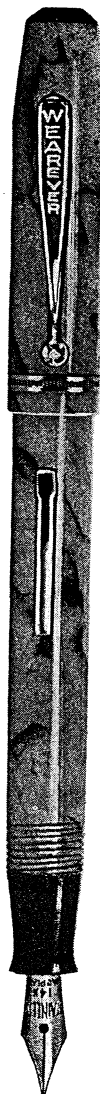




*Featuring a 14-kt. gold plated stainless steel point and gold plated clip and trimmings*

•  
**Unbreakable sided barrel**  
**Big-capacity self-filler**

•  
*12 on a card in smart assortment of latest colors*



**No. 96**  
*(Matches Pencil No. 56)*

**25¢**

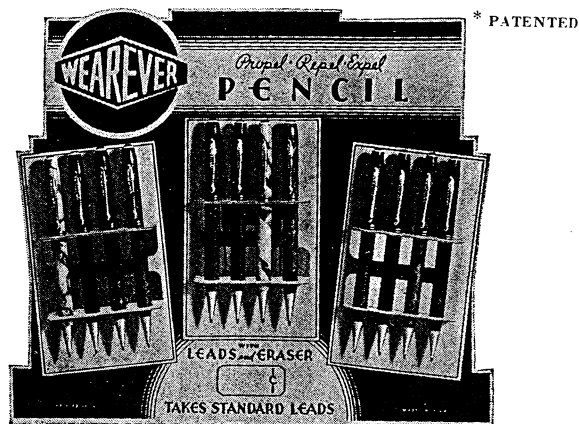
With a high grade popular priced number like this, favored by business men, students—everybody—you get lots of unexpected sales. Matches pencil No. 56, enabling the dealer to sell sets and “double up” in many instances where ordinarily but one instrument would be sold.

*Pioneer*  
TRADE MARK ®

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# The Pencil That Created a NEW Value



**No. 85\***

retails at

**25c**

*New Assortment of  
Persian Colors and Black*

*Black-and-Gold  
2-Band Effect*

Matches Pen No. 285  
(encouraging the matched sale idea)



A distinctive new pencil that doubles up perfectly with our pen No. 285 —3-action (top), with concealed eraser and extra leads. Gold plated clip and tip. 12 on a display card as illustrated.

*"Always Use WEAREVER Leads . . .  
They Are BEST"*

**Pioneer**  
TRADE MARK 

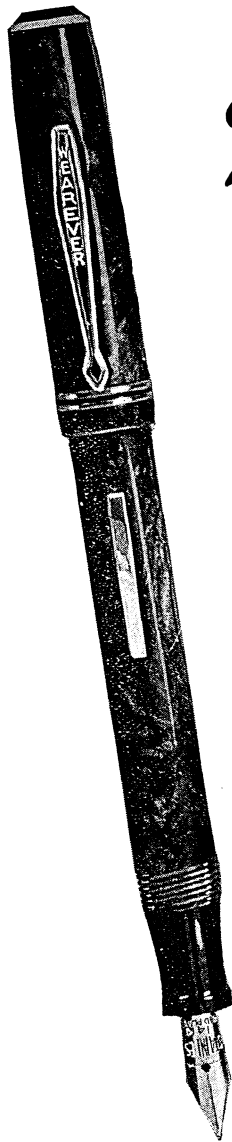
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# A General Favorite

Smart 2-band effect . . .

Latest Persian Colors,  
also Black . . . 14-kt.  
gold plated stainless  
steel point . . . 12 on  
a card.



## 25¢



A graceful round-barreled self-filler with distinctive black-and-gold 2-band effect, gold plated clip and lever, assorted in best-selling colors on a card that will stimulate your sales. Match this fine pen with pencil No. 85 and you will increase your sales and profits unbelievably.

**No. 285**

*(Matches Pencil No. 85)*

**Pioneer**  
TRADE MARK 

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**WEAREVER**

# Tinsel

**the NEW**  
**makes a**

**sales doctor**  
**bow . . .**

No. 281

**COLORS**

*Green Tinsel*

*Blue Tinsel*

*Silver Tinsel*

*Red Tinsel*

*Gold Tinsel*



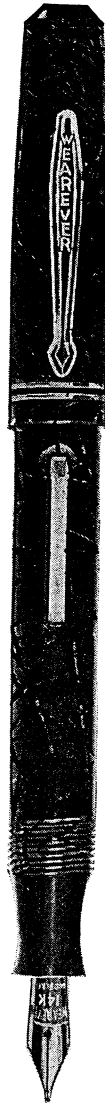
**14-kt. Gold Plated**  
**Stainless Steel Point**



***New Attached Clip***



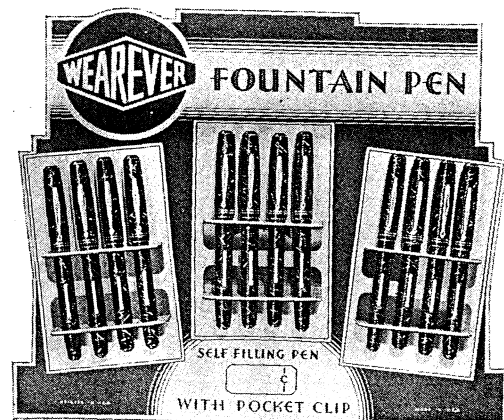
**BLACK—GOLD**  
**2-Band Effect**



**W**ITH this brisk new design, any dealer can stimulate sales and profits! Attractive tinsel barrel with neat black-gold 2-band effect. Twelve on a compelling display card . . . modern as tomorrow . . . and ideal for set-matching when sold in combination with Pencil No. 81 described below.

**PENCIL**  
***to Match***

No. 81, not illustrated in this catalog, has same tinsel barrel in matching colors. 3-action; eraser; extra leads in chamber.



**Pioneer**  
TRADE MARK (K)

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# *a headliner*

*to retail at*

# 25¢

It is hard to imagine a bigger value for your trade at this popular price. A finely constructed, 3-action patented pencil, 12 on a card, that matches our pen No. 284 and builds up the "matched set" idea which doubles your sales.



**No. 84\***

*(Matches Pen No. 284)*

*Sided Barrel  
Latest Pearl Colors  
Propel-Repel-Expel  
Extra Leads Included  
Concealed Eraser  
Black-White Ends*

**Gold Plated Clip and Tip**  
Latest Gold-Black 2-Band Effect



\* PATENTED

*"Always Use WEAREVER Leads . . . They Are BEST"*

**Pioneer**  
TRADE MARK (R)

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# Another Fast Seller

## 25¢



**Latest Black-Gold 2-Band Effect • Black-White End • Gold Plated Trimmings • Sided Barrel • New Pearl Colors • 12 on Card, Assorted • 14-kt. Gold Plated Stainless Steel Point.**

---

• This is one of our best selling lever-type pens, designed for indefinite service in office, school and home. It teams up ideally with Pencil No. 84, to increase your volume and profit through the “matched set” method of suggestive selling.

---

**No. 284**

*(Matches Pencil No. 84)*



*Pioneer*  
TRADE MARK (R)

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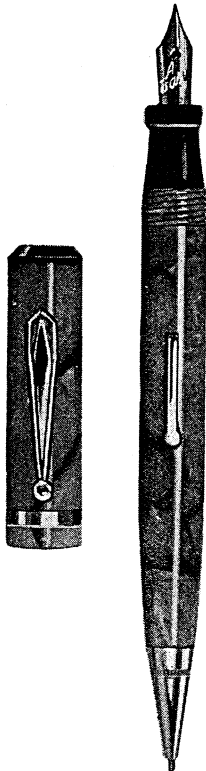
# *A Treasure...*



No. 129\*

retails at

# 25¢



## *combination*

## **Pen-Pencil**

A smashing movie tie-up again . . . to help you sell one of the finest midget combinations we ever brought out. Takes standard leads. 12 on a card as shown here. Wide choice of new colors. This unit will be a great favorite with boys and girls . . . it is small enough to fit in vanity bag or vest pocket.

**14-KT. GOLD PLATED STAINLESS STEEL POINT—3-ACTION PENCIL**

*Pioneer*  
TRADE MARK 

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POPULAR PRICED WRITING INSTRUMENTS



# 25c

## Opalescent

## Combination

*Dependable  
3-Action Pencil*

*14-kt. Gold Plated  
Stainless Steel Pen*

*Blue      Black  
Green  
Orange    White*

*"Always Use WEAREVER Leads  
. . . They Are BEST"*



**No. 134\***

Our ever-popular tapered barrel, dipped in pearl essence to furnish lustrous iridescent solid colors that are positively beautiful!  $\frac{1}{4}$ -inch chased band, gold plated trimmings, black-and-white ends. Mounted 12 on an attractive card, this great value is proving a trade-builder everywhere.

\* PATENTED



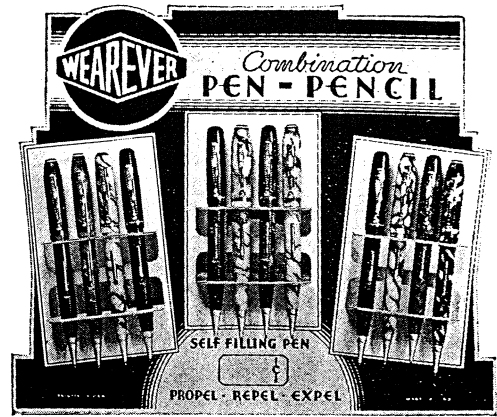
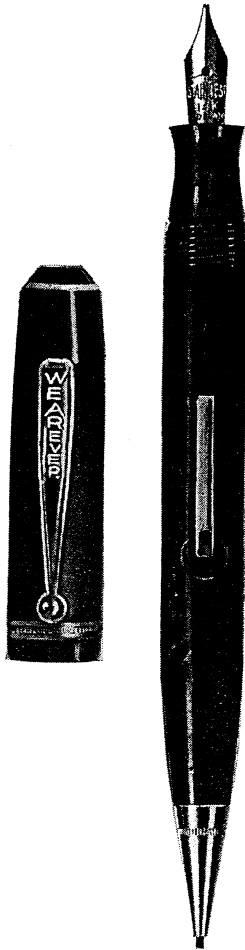
*Pioneer*  
TRADE MARK (R)

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\* PATENTED



**25¢**

**No. 135\***

# ***Combination***

**IN PERSIAN and MOTTLED COLORS**

*12 on a Card*  
*14-kt. Gold Plated*  
*Stainless Steel Point*  
*3-Action Pencil*  
*Takes Standard Leads*  
*Narrow Chased Band*  
*Nickel Plated Trimmings*

The convenience of a sturdy pen-pencil combination like this is what makes it sell so fast. A good lever-filling fountain pen and a dependable propel-repel-expel pencil . . . in beautiful assorted colors, on a card that is sure to draw the eye. The price, too, is attractive.

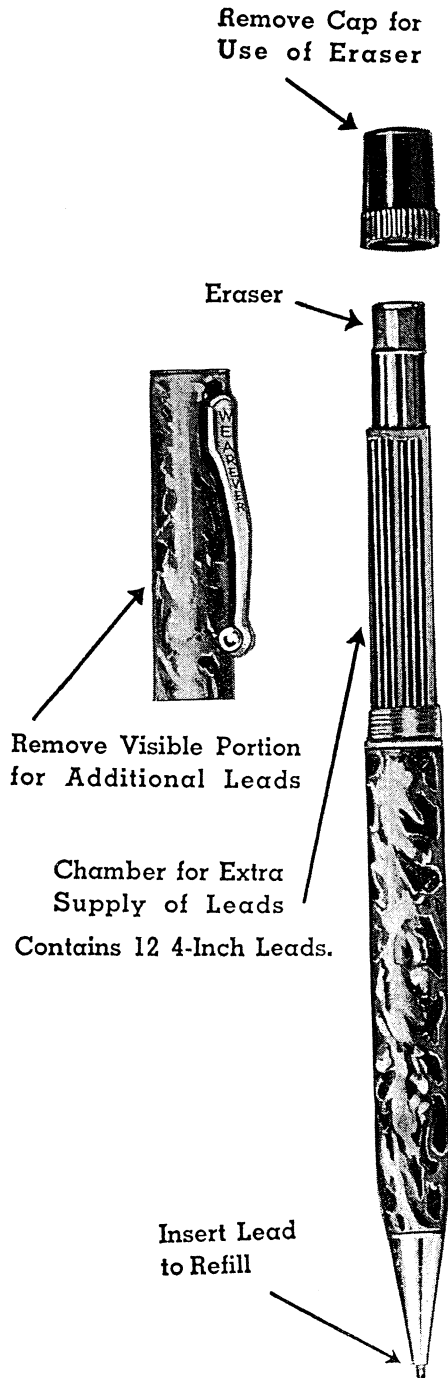
*"Always Use WEAREVER Leads . . . They Are BEST"*



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# Hold 52 Inches of Lead



No. 340\*

Retails for

**39c**



\*PATENTED

## 300,000 words

(WE'VE TESTED IT)

**Visible Lead Supply**  
**12 Four-inch Leads in Chamber**  
**Excellent Renewable Eraser**  
**Specially Attractive Colors**

For a whole year's complete writing satisfaction to those who write a lot, here's the pencil to sell! Business men, women, students . . . EVERYBODY likes this rugged, handsome pencil. Make it a leader. Display the powerful card-of-12 and you will see how fast a 3-action pencil can sell!

*Always Use WEAREVER Leads  
 . . . They Are BEST*

**Pioneer**  
 TRADE MARK (R)

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No. 176  
retails at

50¢

- **Latest Pearl Colors**
- **Generous Ink Supply**
- **2-Tone Iridium-Tipped Alloyed Point**  
*(non-corrosive)*
- **Black-and-Gold 3-Band Effect**



**PENCIL  
to Match**

Our No. 76 Pencil, not listed in this catalogue, is a dependable 3-action mechanical unit which matches Pen No. 176 perfectly. Retails at

**25c**

Cobweb pearl effect, also mottled pearl, in assorted colors, 12 on an attractive NEW card. The barrel is sided. Details carefully worked out. In every respect, this substantial lever-filling pen is an excellent value and a good-will builder.



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# THE VACUUM PEN

*with the Visible  
Ink Supply*



No. 172

Retails at **50c**



**Cobweb Pearl Colors**  
**Mottled Pearl Colors**  
**2-tone Iridium-tipped Alloyed Point**  
**(non-corrosive)**  
**Vacuum Filler**  
**Visible Ink Supply**

Another producer of good business! Its smart colors, its 2-tone point, its vacuum filling system and visible ink supply . . . all worked out with the idea of providing you merchants with a GREAT value in fountain pens.

**Note**

the distinctive black-and-gold 3-band motif . . . .

**Pencil No. 72**

**25c**

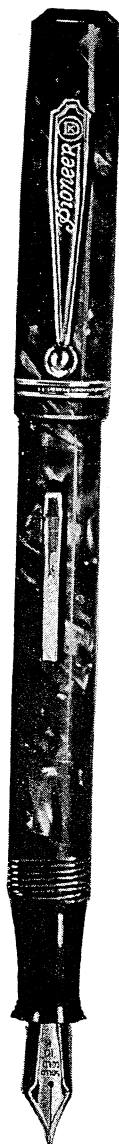
Not listed in this catalogue. A smart mechanical pencil to match Pen No. 172.

**Pioneer**  
TRADE MARK ®

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# *Biggest 50c Value Ever Offered*



**No. 191P**  
*10-kt. Solid Gold  
Re-inforced Point*

•  
*Latest Pearl  
Colors*

•  
*Also Plain Black*



SALES PRODUCING DISPLAY CARD

Mounted three black and nine in assorted colors on the card, this well-made pen will certainly stimulate business for you. It has a round barrel and gold-plated trimmings. There's a nice chased band; also a black end to heighten its smart appearance. A really noteworthy value in appearance and writing efficiency.

## **PENCIL No. 91**

not illustrated in this catalogue, matches this pen ideally. *Retails at 25c*

*Pioneer*  
TRADE MARK (R)

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# Pioneer MOR-INK



**No. 185\***

**Re-inforced Patented  
Point of 14-kt. Solid  
Gold—Iridium-tipped**



\*PATENTED

**Patented  
Filling Device**

**Ink Supply Always Visible**

Easy to look at, easy to write with, easy to fill . . . just **HARD** to keep from buying! This is one of the famous "David Copperfield" feature instruments which made a gold mine of profits for the trade in 1935 . . . and we've **IMPROVED IT!** One-piece, leakproof barrel. Assorted colors. Let this great MOR-INK card increase your 1936 sales and profits.

**\$1.00**

**Pioneer**  
TRADE MARK

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**TESTED TWO YEARS WITH 100% SATISFACTORY RESULTS**

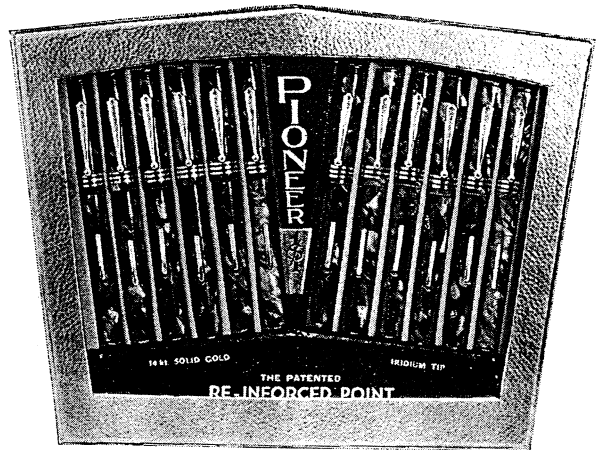
**Largest 14-Kt.**

**Solid Gold**

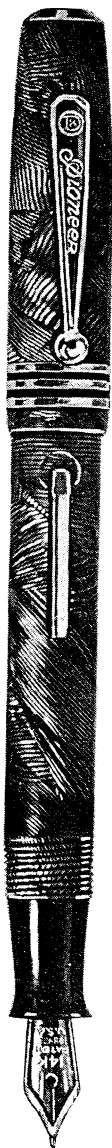
*Iridium-Tipped*

**Patented Point**

**Ever Mounted**



***on a Dollar Pen -***



12 in a Box

3-Band Effect

Assorted Pearl Colors

Large Ink Supply

No. 833P

**\$1.00**

This is a remarkable pen in a remarkable setting. Its smart colors and new 3-band ornamentation have made it a favorite. Customers like to write with its easy-flowing point.

**The Display Box**

multiplies sales! Transparent window keeps the dust out and permits full vision. With this extremely personable display you show a dozen fine pens without usurping too much counter space.

**PENCIL No. 83**

not listed in this catalogue, matches this pen and makes a nice combination or set sale.

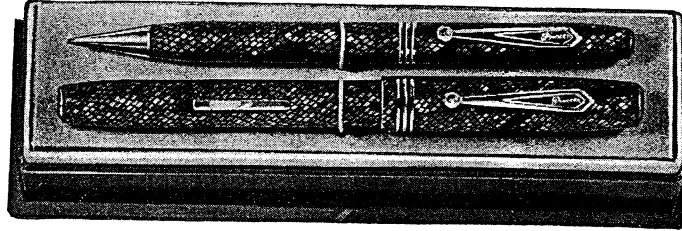
\* PATENTED

**Pioneer**  
TRADE MARK (R)

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No. 2190-P\*



Compare

**\$1.00 Set with 14-Kt. Solid Gold Pen Point**

(IRIDIUM TIPPED)

**The Pen**

14-kt. Solid Gold  
Iridium-tipped  
Patented Point  
Lever Self-filler

**The Pencil**

Propel—Repel—Expel  
Center-break  
Concealed Eraser  
Carries Extra Leads

SLATE CHECK PEARL  
RED CHECK PEARL  
RED-AND-GRAY CHECK PEARL  
GREEN CHECK PEARL

An excellent patented pen and pencil in a faultless set box to provide a value your trade will talk about! Fashionable 3-band treatment, with gold plated mountings. This is a unit honestly worthy of major promotional effort, no matter what kind of trade you cater to.

**\$1.00**  
Complete

\* PATENTED



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# A New Idea in Selling Sets



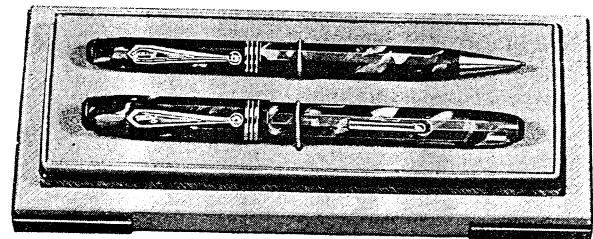
No. 2176

retails at

**89¢**

**PACKED IN HANDSOME  
SET-UP BOX**

*This unique carton will work  
overtime for you*



## THE PEN

Lever Self-filler  
Non-Corrosive  
Iridium-tipped Point  
Pearl Colors

## THE PENCIL

Propel-Repel-Expel  
Top Action  
Standard Leads  
Concealed Eraser

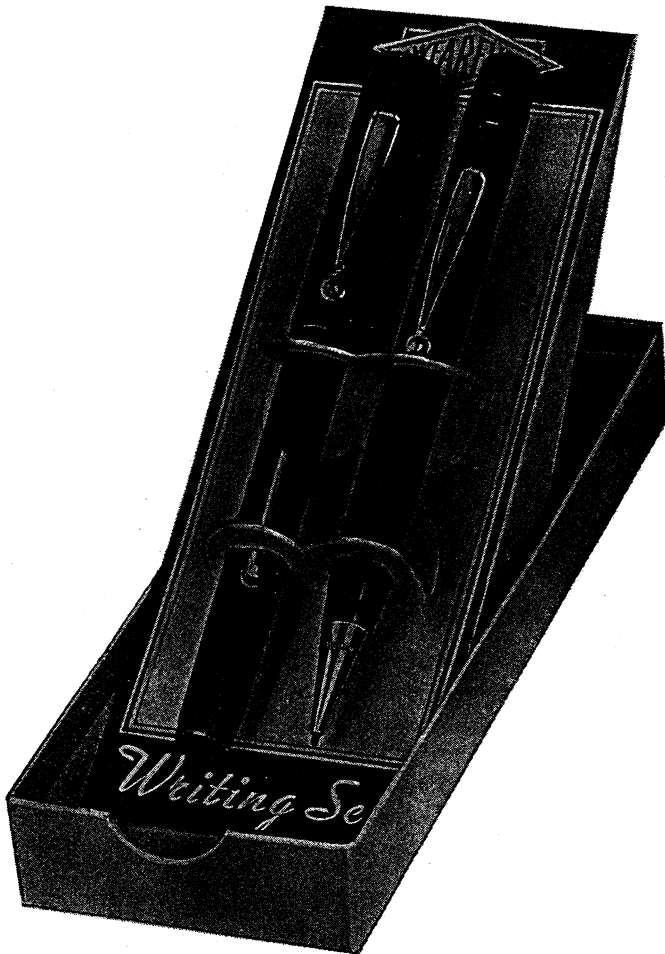
An unusual set in a distinctive box, packed 6 to a wonderful new display carton that gives maximum advertising force in least possible space. The new pearl colors are topped off by a neat gold-black 3-effect band. Workmanship is of the best order. There's an irresistible gift appeal here . . . and the price is competitive in the strictest sense.

**Pioneer**  
TRADE MARK ®

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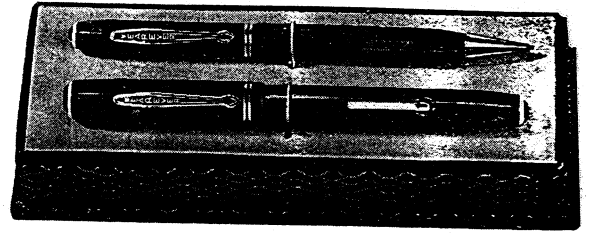


# Sets that Set the Sales Pace



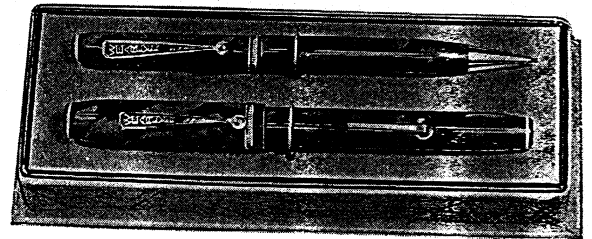
**No. 2410/J12 25c**

Medium sized pen with stainless point, nickel plated trimmings, black end. Top action propel-repel-expel pencil to match. Solid blue, black, green and orange. Packed in a smart box.



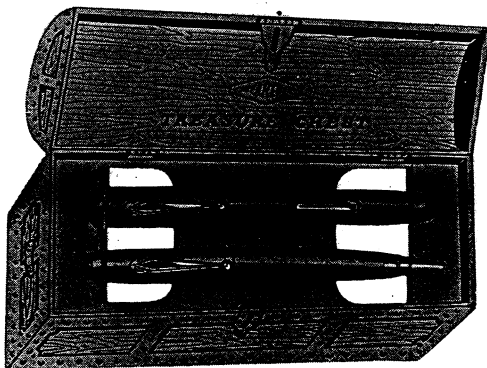
**No. 2285 50c**

Round barrel pen No. 285 with 14-kt. gold plated stainless steel point. Top-action mechanical pencil No. 85, with concealed eraser. A 2-band effect heightens the charm of the assorted Persian colors.



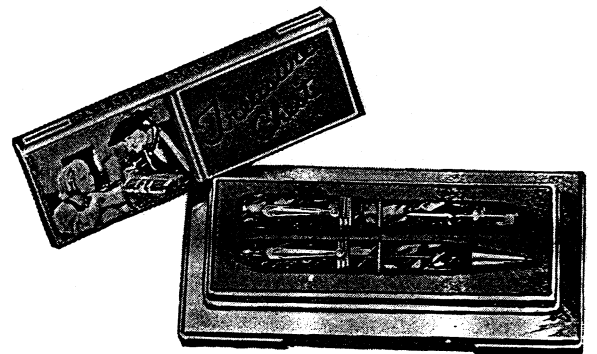
**No. 296 50c**

Hexagonal barreled pen No. 96, and pencil No. 56, in newest color assortment. Pen has unbreakable barrel and stainless point. 3-action pencil to match (takes standard leads). Concealed eraser. Smart set box.



**No. 225 25c**

Round barrel, stainless point, fountain pen with nickel plated trimmings. 3-action pencil to match with concealed eraser. Solid colors. Attractive card. This is an almost unprecedented value at the price.



**No. 230 50c**

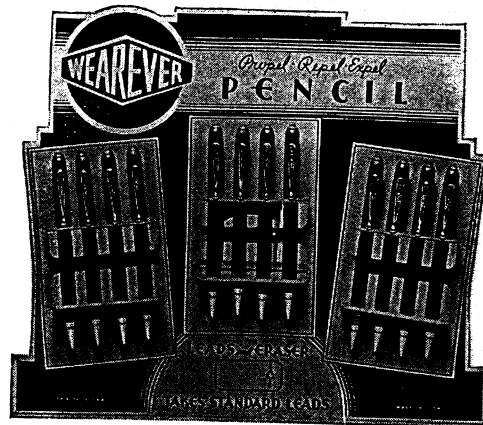
What a MIDGET! Handsome step-up box holds pen with 14-kt. gold plated stainless steel point and gold plated trimmings. Neat, sturdy little 3-action pencil with concealed eraser and standard leads. All-in-all, a remarkable value!

**Pioneer**  
TRADE MARK 

SINCE 1896 . . . . THE WORLD'S FINEST  
POPULAR PRICED WRITING INSTRUMENTS



White · Blue · Black · Green · Orange  
**OPALESCENT PEARL COLORS**



**High Value . . . Low-priced**

**No. 404**

**PEN**

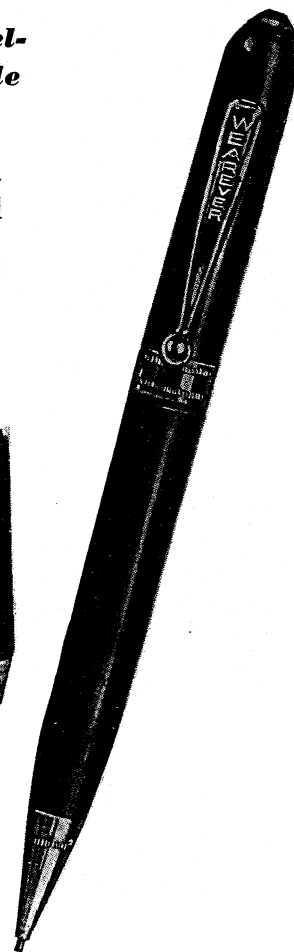
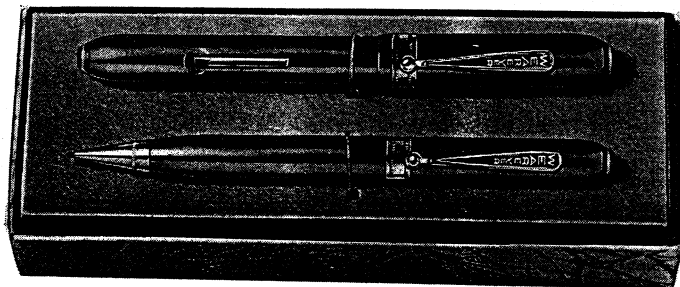
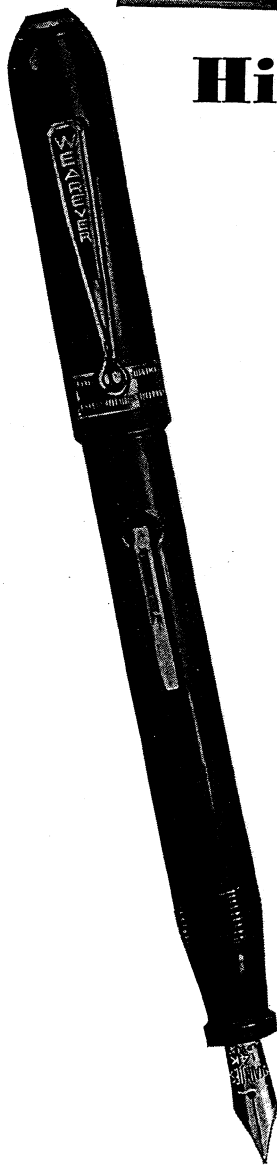
**14-kt. Gold  
 Plated Stainless  
 Steel Point**

**No. 504**

**PENCIL**

**Propel-Repel-  
 Expel Visible  
 Eraser**

• These two competitive-priced writing instruments embody careful workmanship, and will sell fast in pairs as well as singly. Round barrels, 1/4-inch chased bands, gold plated trimmings, black-white ends. They are sturdy, smart and beautifully mated in opalescent pearl colors, assorted. Packed 12 on a card as shown.



**MAY ALSO BE HAD AS SETS AS  
 ILLUSTRATED ABOVE AT COR-  
 RESPONDINGLY LOW PRICE**



SINCE 1896 . . . . THE WORLD'S FINEST  
 POPULAR PRICED WRITING INSTRUMENTS



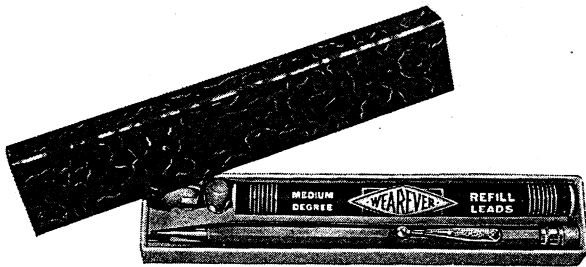
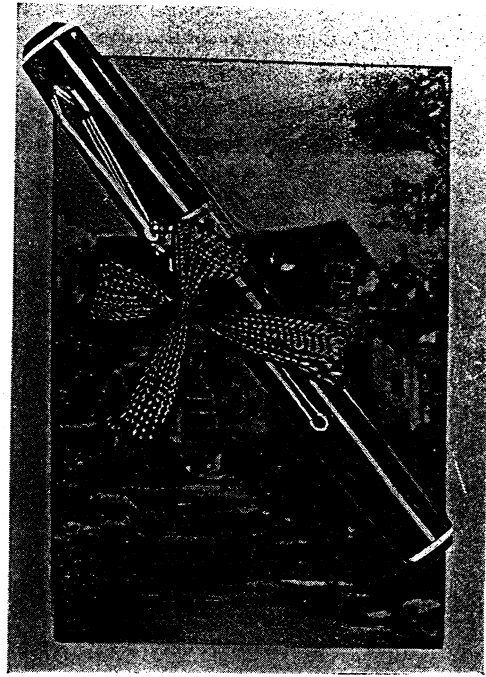
# Souvenir

No. 21c

*A Serviceable Midget Pen Mounted  
for Giftability*

**25c**

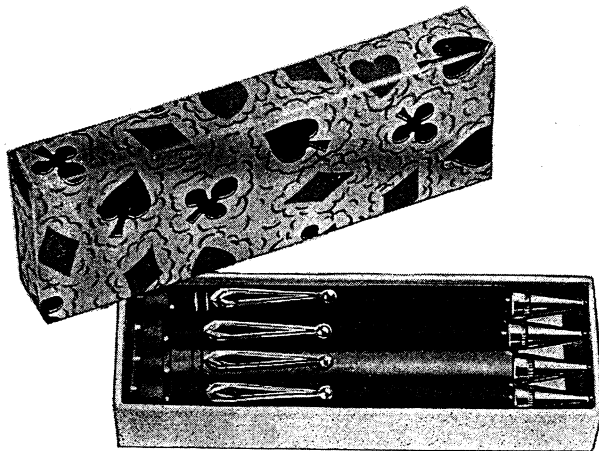
● Behold the fetchingest little inexpensive gift unit of the season! A sturdy midget pen with lever filling device, stainless point and dainty filigree band, ribbon tied to a clever souvenir card that makes a supreme gift appeal. Assorted colors. 12 in a box.



*A Very Appealing Combination*

No. 336 SD **19c**

- 1 No. 336 Pencil, retail value..... 10c
- 1 No. 356 Tube of 6 4-inch black leads,  
retail value ..... 10c
- 2 Renewable Erasers .....FREE



## Bridge Set

No. 424

retails at **25c**

Four small mechanical pencils in a new box suggesting the bridge prize and gift thought. Solid blue, orange and green barrels with small attached clips. Nickered trimmings. This set has a very definite novelty value.



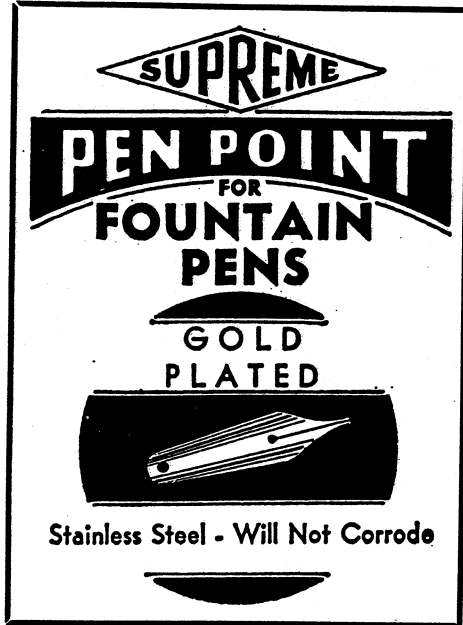
SINCE 1896 . . . . THE WORLD'S FINEST  
POPULAR PRICED WRITING INSTRUMENTS



We Fit All WEAREVER Pens with

# SUPREME *pen points* . . .

**Stainless Steel, Gold Plated, Will Not Corrode**



No. 600—Regulation size point, stainless steel, 14kt. gold plated. Packed 1 gross to a box, list price \$2.50 per gross points.

No. 607—2 regulation size stainless 14-kt. gold plated points mounted on a card and cellophane enclosed. Packed 3 dozen cards to a box. List price \$7.20 per gross cards.

No. 609—One Supreme Point—stainless 14-kt. gold plated, non-corrosive, mounted on a card and enclosed in a cellophane envelope. Packed: 3 dozen cards to a box.

LIST PRICE.....\$7.20 per gross cards

No. 604—Supreme Points—14-kt. gold plated, non-corrosive. Packed: Bulk—1 gross to a box.

LIST PRICE.....\$4.50 per gross points

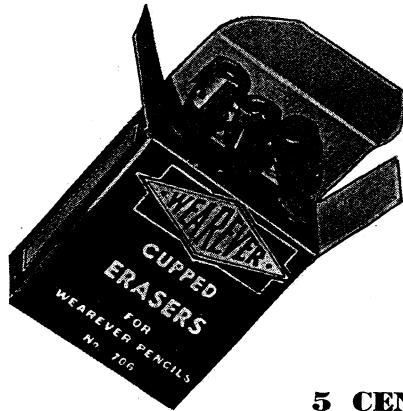
No. 612—One Supreme Two-tone Point—half gold plated and half stainless, mounted on a card and enclosed in a cellophane envelope. Packed: 3 dozen cards to a box.

LIST PRICE.....\$7.20 per gross cards

No. 613—Supreme Two-tone Points—half gold plated and half stainless. Packed: Bulk—1 gross to a box.

LIST PRICE.....\$6.00 per gross points

# Erasers for WEAREVER *pencils* . . .



**5 CENTS**

No. 706—6 cupped erasers to a box (5c), packed 12 boxes to a carton. Fit all models of WEAREVER and PIONEER Pencils except Nos. 345 and 336.

LIST PRICE.....60c per dozen boxes

No. 706A—OVERSIZED. Same as 706, but designed to fit Nos. 345 and 336.

LIST PRICE.....60c per dozen boxes

**10 CENTS**

No. 712—12 cupped erasers to a box (10c), packed 12 boxes to a carton. Fits all WEAREVER and PIONEER Pencils except Nos. 345 and 336.

No. 712A—Same as 712, but designed to fit only Nos. 345 and 336.

LIST PRICE.....\$1.20 per dozen boxes

**25 CENTS**

No. 700—36 cupped erasers to a box (25c), 12 boxes to a carton, fit all our numbers except Nos. 345 and 336.

No. 702—Same as above, but designed to fit only Nos. 345 and 336.

LIST PRICE.....\$3.00 per dozen boxes



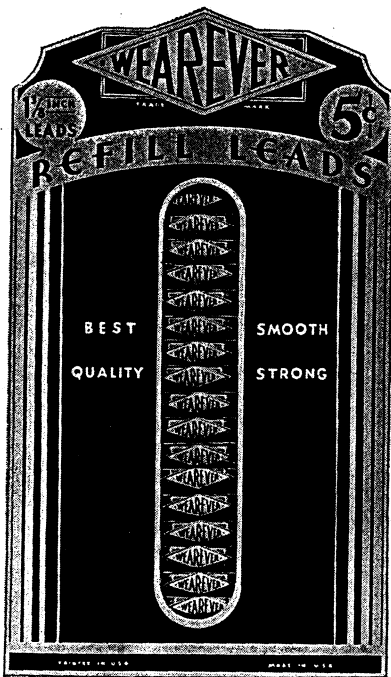
SINCE 1896 . . . . THE WORLD'S FINEST  
POPULAR PRICED WRITING INSTRUMENTS



# Re-fill Leads

"Always Use WEAREVER  
Leads . . . They Are BEST"

**TO FIT ALL MECHANICAL PENCILS**



## Black 1 3/8" Leads

349-E—12-1 3/8" Black Leads, HB or medium degree, 2 dozen tubes to an easel display.

349-B—Same as above, packed bulk, 1 dozen tubes to a box.

LIST PRICE.....\$6.00 per gross tubes

350-E—18-1 3/8" Black leads, HB or medium degree, to a tube, 2 dozen tubes to an easel display.

350-B—Same as 350-E, except packed bulk, 1 dozen tubes to a box.

350-C—Same as 350-E, packed each tube on individual card, packed 3 dozen tubes to a box.

LIST PRICE.....\$6.50 per gross tubes

368-B—18-1 3/8" Black Leads to a tube in following degrees: (Specify degree) 2B-B-HB-F-H-2H-4H.

LIST PRICE.....\$14.40 per gross tubes

369-B—24-1 3/8" Black Leads to a tube in following degrees: 2B-B-HB-F-H-2H-4H. (Specify degree.)

LIST PRICE.....\$21.60 per gross tubes

364-B—144 Sticks 1 3/8" Black Leads, HB or medium degree to a box.

LIST PRICE.....\$7.20 per dozen boxes



## 1 3/8" Colored Leads

Comes in the following colors: RED, BLUE, GREEN, INDELIBLE, YELLOW.

347-E—6-1 3/8" Blue Leads to a tube, 2 dozen tubes to an easel display.

347-B—Same as 347-E, packed bulk, 1 dozen tubes to a box.

LIST PRICE.....\$6.50 per gross tubes

351-E—12-1 3/8" Blue Leads, medium degree, to a tube, 2 dozen tubes to an easel display.

351-B—Same as 351-E, packed bulk, 1 dozen tubes to a box.

351-C—Same as 351-E, packed each tube on an individual card, packed 3 dozen tubes to a box.

LIST PRICE.....\$7.20 per gross tubes

348-E—6-1 3/8" Red Leads to a tube, 2 dozen tubes to an easel display.

348-B—Same as 348-E, packed bulk, 1 dozen tubes to a box.

LIST PRICE.....\$6.50 per gross tubes

352-E—12-1 3/8" Red Leads, medium degree, to a tube, 2 dozen tubes to an easel display.

352-B—Same as 352-E, packed bulk 1 dozen tubes to a box.

352-C—Same as 352-E, packed each tube on individual card, packed 3 dozen tubes to a box.

LIST PRICE.....\$7.20 per gross tubes

367-B—12-1 3/8" Green Leads packed bulk, 1 dozen tubes to a box.

367-C—Same as 367-B, packed each tube on individual card, packed 3 dozen tubes to a box.

LIST PRICE.....\$7.20 per gross tubes

365-B—144 Sticks 1 3/8" Red, Blue, Indelible, Green and Yellow, to a box. (Specify color.)

LIST PRICE.....\$12.00 per dozen boxes



## 4" Black Leads

353-E—3-4" Black Leads, HB or medium degree, to a tube, 2 dozen tubes to an easel display.

353-B—Same as 353-E, packed bulk, 1 dozen tubes to a box.

353-C—Same as 353-E, packed each tube on individual card, packed 3 dozen tubes to a box.

LIST PRICE.....\$7.20 per gross tubes

356-E—6-4" Black Leads to a tube, 2 dozen tubes to an easel display, comes in the following degrees (specify degree): 2B-B-HB-F-H-2H-4H.

356-B—Same as 356-E, packed bulk, 1 dozen tubes to a box. (Specify degree.)

LIST PRICE.....\$14.40 per gross tubes

362-B—12-4" Black Leads to a tube, comes in the following degrees (specify degree): 2B-B-HB-F-H-2H-4H. Packed bulk 1 dozen tubes to a box.

LIST PRICE.....\$21.60 per gross tubes

363-B—72-4" Black Leads to a box, comes in the following degrees (specify degree): 2B-B-HB-F-H-2H-4H. Packed bulk 1 dozen tubes to a box.

LIST PRICE.....\$9.60 per dozen boxes

## 4" Colored Leads

Comes in the following colors: RED, BLUE, GREEN, INDELIBLE, YELLOW.

355-E—4-4" Red Leads, medium degree, to a tube, 2 dozen tubes to an easel display.

355-B—Same as 355-E, packed bulk 1 dozen tubes to a box.

LIST PRICE.....\$14.40 per gross tubes

354-E—4-4" Blue Leads, medium degree, to a tube, 2 dozen tubes to an easel display.

354-B—Same as 354-E, packed bulk 1 dozen tubes to a box.

LIST PRICE.....\$14.40 per gross tubes

360-B—6-4" Colored Leads to a tube, packed bulk 1 dozen tubes to a box. (Specify color.)

LIST PRICE.....\$21.60 per gross tubes

361-B—8-4" Colored Leads to a tube, packed 1 dozen tubes to a box. (Specify color.)

LIST PRICE.....\$28.80 per gross tubes

366-B—72-4" Colored Leads to a box. (Specify color.)

LIST PRICE.....\$18.00 per dozen boxes

**Pioneer**  
TRADE MARK

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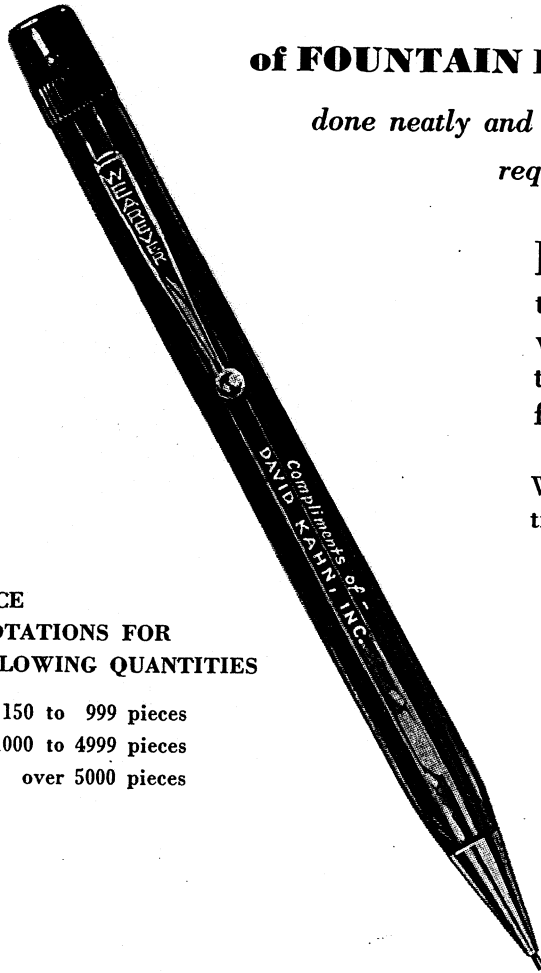


Added PROFITS for YOU . . .

# imprinting

of FOUNTAIN PENS and PENCILS

*done neatly and promptly to meet your requirements*



**H**undreds of business organizations and institutions of every type are interested in imprinted writing tools as an advertisement. Get more of this profitable business, and let us handle it for you.

We are equipped to do Emblem, Monogram and Advertising Imprinting in 2 colors on light colored Fountain Pens and Mechanical Pencils.

ASK FOR QUOTATIONS

*Imprinting can be done on one, two or three lines . . . in writing for prices, you need only tell us*

QUANTITY . . . NUMBER OF LINES

*Submit printed copy of message*

(With this information, we determine exact price which depends upon total number of combined letters and spaces)

(16 letters and spaces combined to an inch)

PRICE  
QUOTATIONS FOR  
FOLLOWING QUANTITIES

- 150 to 999 pieces
- 1000 to 4999 pieces
- over 5000 pieces

SUITABLE NUMBERS FROM OUR CATALOGUE	NUMBER OF LETTERS PER LINE <i>Including Spaces</i>
Nos. 336, 335, 345.....	50
Nos. 340 and 510*.....	20
All other pencils listed.....	30
All fountain pens.....	26
All pen-pencil combinations.....	32
Midget pen used in 230 set and No. 129 midget combination.....	27

*\* This item not listed in catalogue*

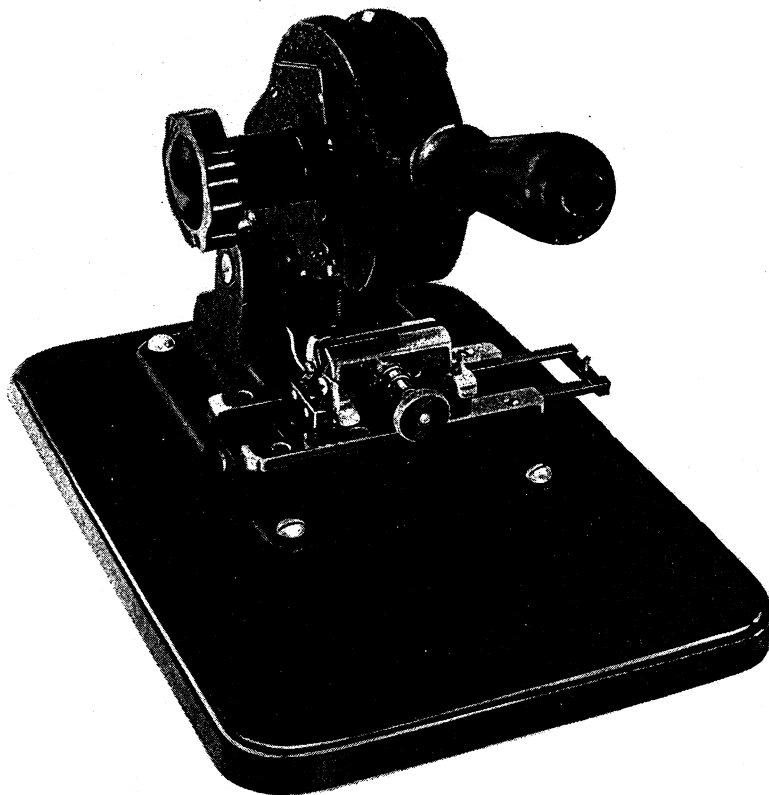
All orders subject to variation of 5%, more or less, from stated quantities. Minimum unit, 150.



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POPULAR PRICED WRITING INSTRUMENTS



More Sales, More Profits with the  
***Pen marker machine***



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**MADE EXPRESSLY FOR DAVID KAHN, Inc.**

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AUTOMATIC HEATING UNIT . . . THERMOSTATIC CONTROL

*The Only Machine of Its Kind That Can  
Be Actually Proof-read in Operation—Used  
for Imprinting Individual Names*

We tested this sturdy machine exhaustively before endorsing it, and believe it to be the best and most economical for average commercial work. Operation is simple, as this machine seldom gets "out of order." Directions and price furnished upon request.

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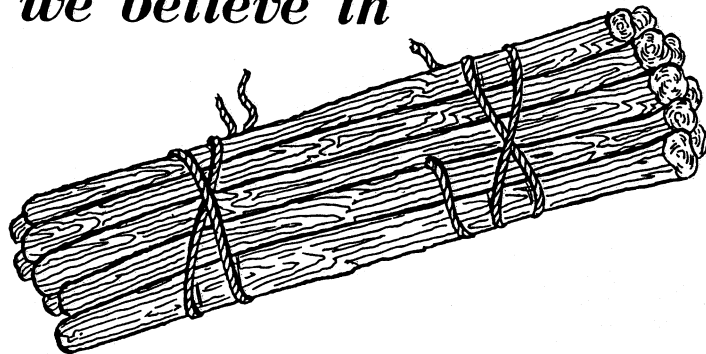
**Pioneer**  
TRADE MARK 

SINCE 1896 . . . . THE WORLD'S FINEST  
POPULAR PRICED WRITING INSTRUMENTS

 **WEAREVER**



*why we believe in*



## **co-operation**

Pulling in opposite directions never accomplished anything worth while. Pulling together has achieved remarkable things . . . the growth of this tremendous business, for example.

We frankly acknowledge to our wholesalers and retailers the obligation of David Kahn, Inc., for a steady and perhaps unparalleled growth.

There has been one reason for your loyalty . . . WE HAVE ALWAYS STOOD READY TO CO-OPERATE. This is not mere slogan-crying, but the expression of a basic company policy.

When you need electros or catalogue sheets or other advertising assistance from this house, you know it is yours for the asking.

Please do not hesitate to let us know what we can do for you in the way of co-operation.

We mean it very sincerely when we say that we are always

*at your  
Service*